



THE PROCUREMENT BRIEFING

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Chicago Federal Executive Board's Procurement Roundtable



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www.sba.gov



Federal Aviation Administration
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United States Environmental Protection Agency
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GREETINGS FROM THE NEW CHICAGO FEB PROCUREMENT CHAIR JAMES MARTIN

On behalf of the Chicago Federal Executive Board, it gives me great pleasure to welcome you to the latest issue of the Procurement Roundtable's quarterly newsletter. This newsletter is designed to provide valuable information, such as commentary from SBA representatives, press release information, updates on HUBZones and small business issues, and notification of upcoming events throughout the year.

Again this past fiscal year, the Procurement Roundtable Committee, along with their State and City partners, conducted its annual Procurement Conference on August 13, 2003 at the University of Chicago's Gleacher Center. Approximately 200 small disadvantaged, women-owned and minority-owned business entrepreneurs attended the conference and gained valuable information about how to do business with government.

A new component to the conference this year was FAR training for Federal contract and procurement officials. The feedback from those in attendance was excellent. The committee is currently planning another training workshop as well as making plans for the 2004 conference.

We, at the Chicago Federal Executive Board, are extremely proud of the accomplishments of the Procurement Roundtable and look forward to another very productive year.

JAMES F. MARTIN
FEB Chair
Regional Commissioner

CONGRESSMAN DANNY DAVIS HONORS ILLINOIS MED WEEK WINNERS

During a keynote address at the Chicago Federal Executive Board's annual Procurement Conference, the Honorable Congressman Danny K. Davis (7th District of Illinois) – member of the Congressional Small Business Committee commended the Illinois Minority Enterprise Development (MED) Week honorees. "We congratulate them on keeping the faith in beginning a new business and concept," says Congressman Davis. "And putting life experiences on the line".



Pictured r-l: Congressman Danny Davis, SBA Illinois Director of Minority Enterprise Development Robert Conner, Margaret Garner's daughter Maugaritte, Margaret Garner and SBA Illinois District Director and interim Regional Administrator Judith Roussel

tion--- a professional services firm engaged in Information Technology and Consulting. Fabela was recently awarded a 5 year 30 million dollar contract from the newly established U.S. Army Ground Systems Industrial Enterprise Command at Rock Island Arsenal.

This year's honorees include:

Illinois Minority Small Business Firm of the Year
Margaret Garner, president and CEO of Broadway Consolidated Construction--- a general construction company that has grossed over 34 million in revenues and employees over 50 people. Garner has won numerous contracts including a 5 year contract (not to exceed 50 million dollars) with the U.S. Department of the Navy—Great Lakes.

8 (a) Graduate of the Year

Claudia Fabela, president and CEO of TDF Corpora-

Procurement Officers of the Year

Veteran's Administration (U.S. Department of Veteran's Affairs Great Lakes Acquisition Center (GLAC) (Milwaukee, Wisconsin) procurement officers were honored for their outstanding contributions in purchasing and contracting for 7 VA Hospitals --- 3 in the Chicago Area (Hines, North Chicago, Chicago Health Care System), 3 in Wisconsin (Milwaukee, Madison, and Tomah) and the Michigan-Upper Peninsula (Iron Mountain). These procurement officers achieved and surpassed many of their contracting goals including:

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Procurement Officers of the Year (cont. from page 1)

- Small Business goal 35 percent (GLAC achieved 46.55 percent through June 2003)
- Small Disadvantaged Business Goal 10 percent (GLAC achieved 27.5 percent through June 2003)
- Women Owned Business Goal at 6 percent (GLAC achieved 6.23 percent)
- Hubzone Goals 3 percent (GLAC surpassed goal to 19.94 percent)

Congressman Davis challenged the awardees and over 200 conference attendees to support these businesses and other small businesses and become familiar with their line of work. He went on to say that, "They [small businesses] have made it because they have demonstrated that they can".

"This year's 3rd Annual Procurement Matchmaking Conference featured a new addition-- Federal Contractors Training," said Robert Conner, director of SBA's Illinois Office for Minority Enterprise Development. "This training provided federal contracting officers with a better understanding of the Federal Acquisition Regulation (FAR) and the necessary tools to provide better service to small business clients. We look forward to building upon this particular conference component next year".

The *Procurement Matchmaking Conference* aimed to educate small business owners on how to get their fair share of the \$200 billion federal marketplace. Held at the University of Chicago Gleacher Center, The conference was sponsored by 5 agencies—the Chicago Federal Executive Board, U.S. Small Business Administration, Illinois Department of Commerce and Community Affairs, City of Chicago Department of Procurement Services and the Mexican American Chamber of Commerce.

SBA'S NEW 50-YEAR LENDING RECORD PRESENTS NEW OPPORTUNITIES FOR FIELD OFFICES

Q & A with the SBA's Region V Acting Administrator Judith A. Roussel

The U.S. Small Business Administration has just set a 50-year record in lending to small businesses this past year. Fiscal year 2003 lending reflects a 29 percent increase over the total number of loans backed by the agency the previous year, including sharp jumps in the number of loans to women, minorities and veterans. During the fiscal year ending September 30, the SBA backed 76,465 loans to small businesses in the agency's three major loan programs—the 7(a) General Business Loan Guaranty program, the Certified Development Company (or 504) loan program and the Microloan program.

Our *Procurement Briefing* team recently sat down with Acting Chicago Regional Administrator and Illinois District Director Judith A. Roussel to find out more about SBA's strategies in maintaining its huge loan volume both nationally and locally.

Q: Congrats on a record lending year! What made this possible?

A: SBA's loan volume success is attributed to our desire to meet the unique financing needs of small businesses everywhere; and most importantly, making smaller loans readily available.

Q: Is it true that SBA plans to back nearly 100,000 loans in fiscal 2004? If so, how will SBA manage this loan portfolio?

A: We plan to centralize our loan portfolio management structure. One-third of our 70 district offices will transfer their loan portfolio to a national office that will be located in Herndon, Virginia. This will free field staff from several backroom functions and allow them to better service our communities. Our staff will serve as small business counselors working in the community with lenders and loan applicants.

Q: Will there be any staff or offices within this region affected by the transformation?

A: Yes. In the Midwest, the district offices in Illinois, Wisconsin, Indiana, Michigan and Columbus, Ohio will be first to join the transformation pilot. By fiscal year end, all district offices will participate.

Q: Is there a timeline for this transformation?

A: The current plan is to phase in the transformation, beginning mid-November.

Q: Have there been any pilot offices?

A: Yes, the Arizona, South Florida and North Carolina districts have been pilot sites for the past year.

Q: Will these changes help the Midwest Regional Office in achieving their goals?

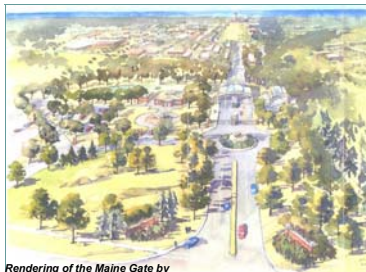
A: Absolutely. This fiscal year, Illinois plans to increase loan guarantees to 3,000. Last year, the Illinois district guaranteed 1,901 loans through SBA's most popular loan programs 7(a) and 504. The Midwest Region, which comprises Illinois, Indiana, Michigan, Minnesota, Ohio and Wisconsin, backed 9,859 loans this past fiscal year. Under a transformed operation, we expect to generate a significant 46% increase in loans for a total of 14,343.

*****UPCOMING EVENTS*****

FEBRUARY 25: The Chicago FEB Federal Acquisition Regulation (FAR) Training for Contract Specialist at the Federal Aviation Administration, Great Lakes Regional Office, 2300 East Devon Avenue, Des Plaines, IL. For more information, contact Elestine Harvey at 312/353-4599.

EXCITING CHANGES AHEAD FOR THE GATES AT GREAT LAKES NAVAL STATION

How does the Navy communicate to the world outside of Great Lakes Naval Station what the base and the Navy are about? Integrated/Mota Joint Venture, an 8(a) concern, asked themselves that question and answered it by providing a highly competitive design that won them the award of a construction contract they received on September 30, 2003 for security gates and truck inspection improvements at Naval Station Great Lakes. The new design calls for an impressive vista of the landmark Building 1 Clock Tower and is compatible with the historic architecture of the base. Integrated/Mota Joint Venture received an immediate award of \$2,397,700 to build the Visitor's Control Center and site improvements. The new VCC will include



Rendering of the Maine Gate by
Teng and Associates (design agent for the Integrated/Mota JV)

conference facilities and provide easy access for visitors to gain passes without impacting traffic flow at the main gate. This is a rare opportunity to change the exterior appearance of the base while increasing the security measures at the same time. The base will see construction of three truck inspection stations at multiple Gates. Intrusion resistant gates and security improvements will be part of the changes for seven gates located throughout the Great Lakes Naval Station complex.

This project also includes the demolition of Building 130, Badge and Pass, and the construction of a new Visitors Control Center (VCC) and Future Museum Site Development Master Plan. The total contract value is \$18,348,900 for the base award and all options. The procurement was a competitive 8(a) Small Business set-aside and work is scheduled for completion by November 30, 2005.